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Response to the
North American
Numbering Council
(NANC)

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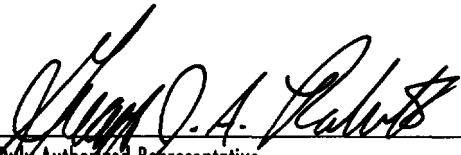
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Federal Communications Commission
Office of the Secretary

NORTH AMERICAN NUMBERING PLAN (NANP) ADMINISTRATION Requirements Document

May 2, 1997 Redacted (Non-Proprietary) Version


Authorized Representative
Gregory J.A. Roberts, Director

Date 5/2/97

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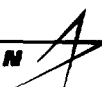
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PROPOSAL OVERVIEW

HIGHLIGHTS

- Proven provider of neutral third-party administration services for the telecommunications industry
- Large-scale billing and collections agent [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]
- Demonstrated ability to deliver complex services of critical importance

Lockheed Martin IMS is the neutral third-party administrator that the industry can trust to faithfully administer NANP numbering resources in a fair, impartial, and evenhanded fashion in strict accordance with industry guidelines.

With the advent of local competition, the entire landscape of the telecommunications industry is undergoing rapid change. With local competition, many functions that used to be performed by the RBOCS will now need to migrate to an outside, neutral third-party to create and maintain an even playing field. The Federal Communications Commission ("FCC") clearly recognizes this



fact and has mandated neutral third-party administration of two key areas—the NANP and local number portability.

Lockheed Martin IMS, a wholly owned subsidiary of the Lockheed Martin Corporation, has many years of experience in managing complex systems integration, a demonstrated record of neutral and evenhanded service delivery, and a long tradition of providing clients with reliable, flexible, and expandable systems and operations. We, along with the Corporation, have a heritage of being entrusted with and safeguarding the nation's most valuable resources and programs. We have earned this trust, and we know what it takes to succeed.



We stand ready to bring our neutral third-party administration expertise and our energetic, customer-first attitude to the administration of the NANP, which supports the countries of Anguilla, Antigua & Barbuda, Bahamas, Barbados, Bermuda, British Virgin Islands, Canada, Cayman Islands, Dominica, Dominican Republic, Grenada, Jamaica, Montserrat, St. Kitts & Nevis, St. Lucia, St. Vincent & the Grenadines, Trinidad & Tobago, Turks & Caicos Islands, and



the United States (including Puerto Rico, the U.S. Virgin Islands, Guam, and the Commonwealth of the Northern Mariana Islands).

Absolute Neutrality

We understand that in our role as the NANPA and Billing and Collection Agent that neutrality, confidentiality, fairness, and impartiality are paramount. Lockheed Martin IMS meets all neutrality requirements specified in the Requirements Document:

- We are not an affiliate of any telecommunications service provider(s) as defined in the Telecommunications Act of 1996. Lockheed Martin IMS is not controlled by, nor is under the direct or indirect common control of any telecommunications service provider(s).
- We have not issued a majority (> 50%) of debt (stocks, bonds, securities, notes, loans, or any other instrument of indebtedness) to, nor does Lockheed Martin IMS derive a majority (> 50%) of our revenue from any telecommunications service provider.
- We are not subject to undue influence by any party with a vested interest in the outcome of numbering administration and activities.

We are associated with the telecommunications industry only as a neutral third party. We take our responsibilities as a neutral third party very seriously, and we understand that supporting



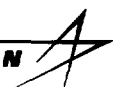
business arrangements, processes, and procedures must be in place to ensure evenhanded treatment of all carriers. [REDACTED]

[REDACTED] Using this experience as a base, we will develop and implement policies and procedures to administer the NANP, including CO code administration, in a fair, impartial, and evenhanded manner to ensure that:

- The NANP facilitates entry into the communications marketplace by making numbering resources available on an efficient, timely basis to all communications service providers
- The NANP does not unduly favor or disfavor any particular industry segment or group of consumers
- The NANP does not unduly favor one transmission/communications technology over another
- The NANP gives consumers easy access to the public switched telephone network
- The NANP ensures that the interests of all NANP member countries are addressed fairly and efficiently, fostering continued integration of the NANP across NANP member countries
- The NANP continues to maintain and foster international relationships and integration of the world wide numbering system.

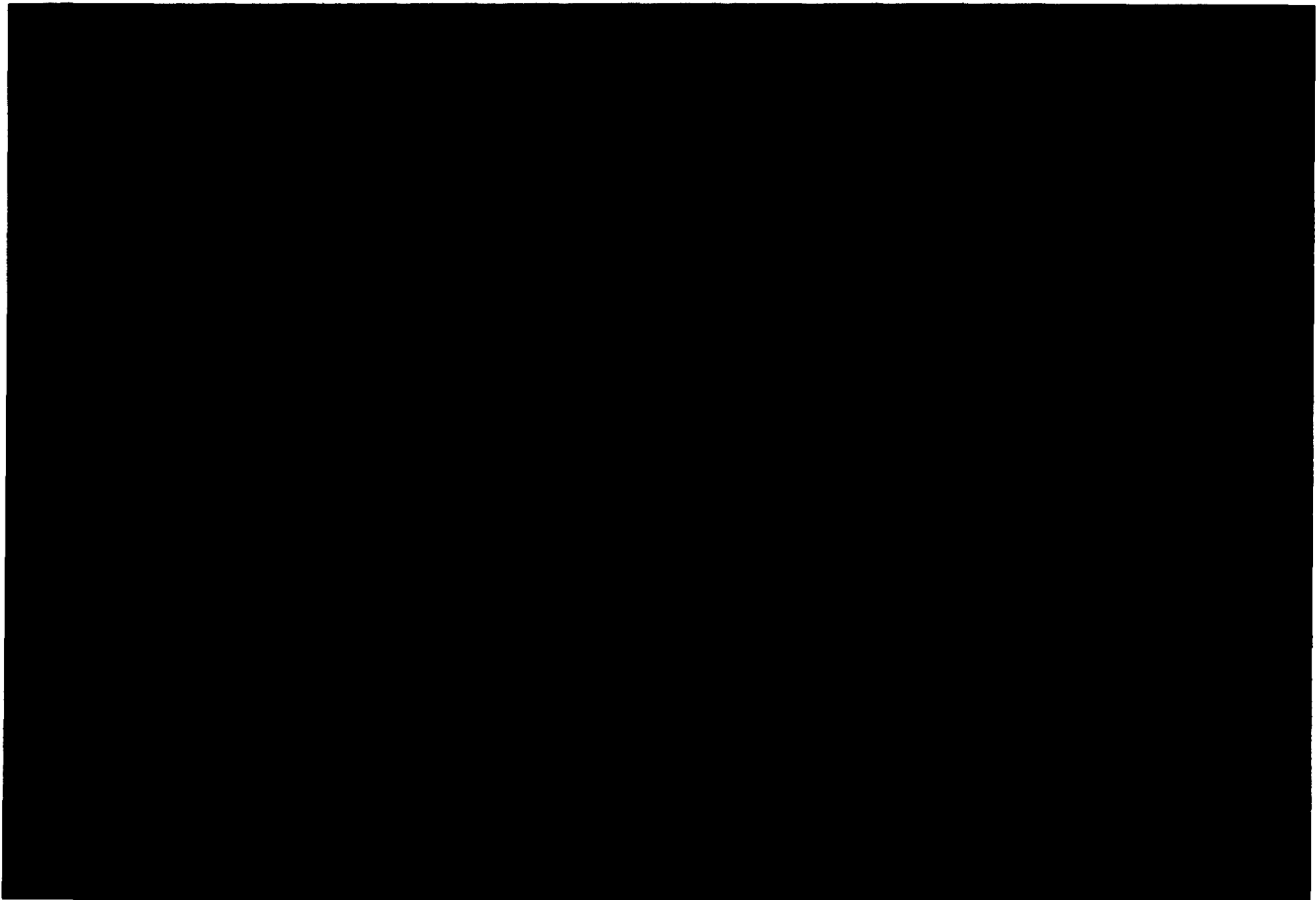
Financial Strength

The Lockheed Martin Corporation is a diversified, financially strong, international corporation with more than \$26 billion in annual revenues. Its success has grown from the effective

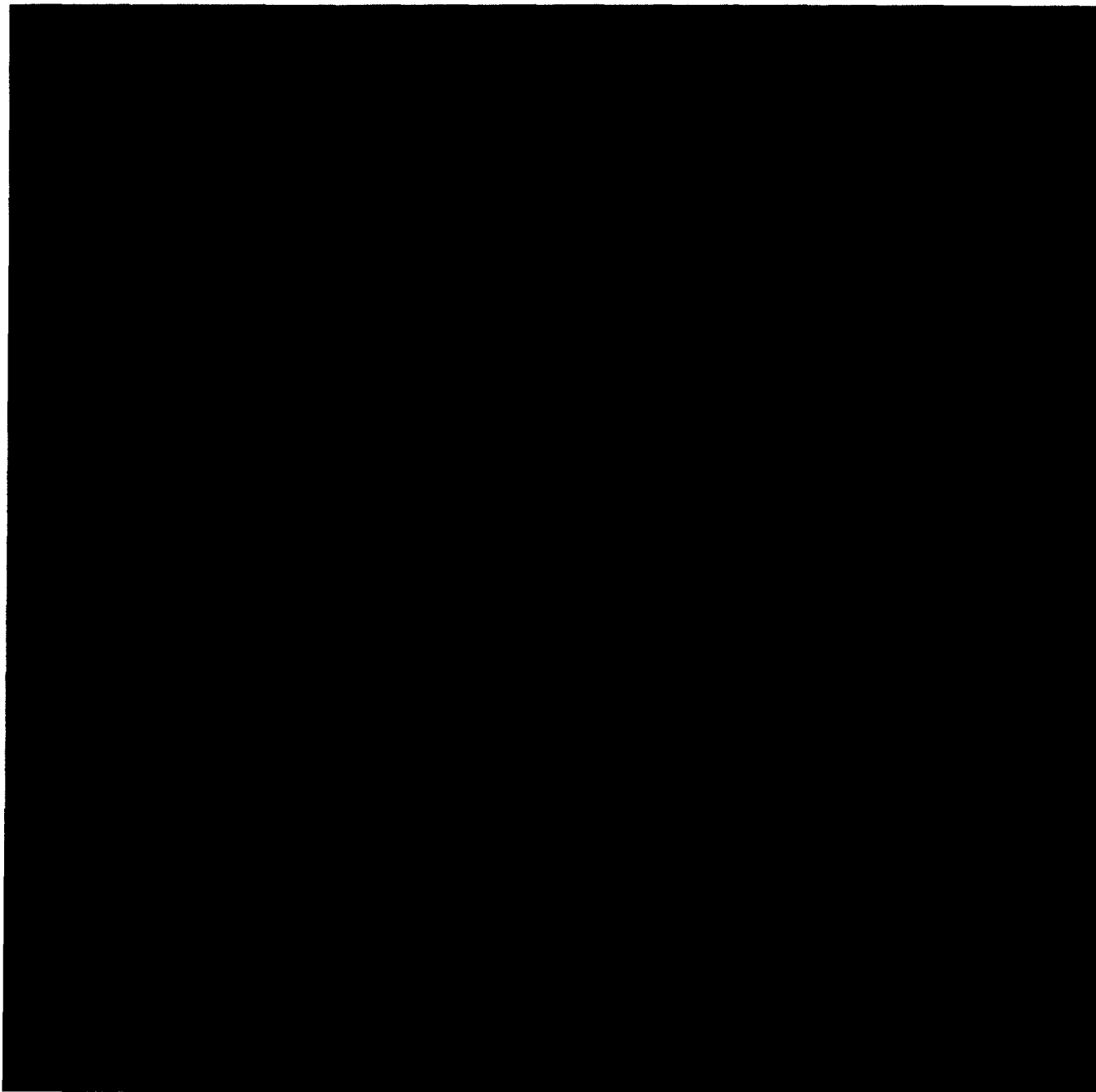


management of advanced technologies in complex systems that are responsive to customers' requirements.

The success and sustained growth of Lockheed Martin IMS reflects the successful provision of information management and processing services. Our company's growth and innovation over the past decade have been facilitated by the Corporation's sound financial backing.



As demonstrated in the following chart, many elements of our experience are highly relevant and directly applicable to the administration of NANP numbering resources:



For the NANPA, we will draw on our company experience, as appropriate. We will commit a group of experienced professionals and provide them with the latest tools for accomplishing their mission, thus satisfying not only our performance metrics but NANC and industry expectations.

[REDACTED] we envision a smooth, timely, and problem-free implementation of the NANPA.

Impressive Billing And Collection Experience

We propose not only to be the new NANPA but the Billing and Collection Agent as well. We have impressive neutral third-party billing and collection experience in a variety of complex programs— [REDACTED]

[REDACTED] each having their own specific regulations and directives. [REDACTED]

[REDACTED]

Similar to NANPA billing and collection operations, we must be familiar with a variety of governing laws and regulations, both at the Federal and State level, and disbursement methodologies. In each of these high-profile environments, we have designed, developed,



operated, and delivered all required systems and services, and our employees have become subject matter experts who not only support Lockheed Martin but serve as proponents and representatives for their entire industry's. Our billing and collections experience is highly-relevant, enabling us to readily assume NANPA Billing and Collection Agent activities within 90 days after selection.

Advanced Facilities And Systems

Lockheed Martin proposes to operate the new NANPA on a highly effective yet low-risk and cost efficient platform (shown in Exhibit PO-1), leveraging our extensive administrative experience and existing services infrastructure. This strategy helps to ensure responsive and extensible access to this crucial industry resource while remaining highly cost sensitive. The use of existing infrastructure significantly reduces start-up risks and on-going operations cost. The specific features of our solution include:

1.



2.



Confidential Information Deleted



3. Universal master database implementation of all NANPA resources and assignee entities (e.g., telecommunications service providers) [REDACTED]

[REDACTED] This approach eliminates problems associated with inconsistent and uncoordinated use of PC-resident databases and paper records.

4. [REDACTED]

[REDACTED] Ensures continued survivability of the NANPA resource database and functions in case of a facilities disaster.

5. [REDACTED]

6. [REDACTED]



7. Client/server access by new NANPA administration analysts [REDACTED]

8. Highly secure, public web server implementation accessible via the Internet [REDACTED]

9. Existing call center infrastructure for new NANPA help desk, [REDACTED]

NANPA Service Centers

The primary location for the new NANPA will be [REDACTED]

[REDACTED] This site is conveniently located nearby the existing NANPA to facilitate the smooth transition of existing NANPA processes and resources. [REDACTED] has extensive mission critical data processing operations and associate facilities (e.g., uninterruptible power supply, generator) and security. The site is staffed on a 7x24 basis [REDACTED]

[REDACTED] These and other functions provide a pool of knowledgeable staff and resources to cost effectively support NANPA operations.

[REDACTED]



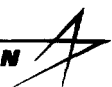
NANPA Resource Database


All of the numbering resources administered by NANPA will be maintained [REDACTED] [REDACTED] utilized by all of the NANPA support staff. The resource database will consolidate the resources currently maintained by NANPA on separate PC platforms and desktop database packages, making administration functions more consistent, efficient, and accessible from remote locations. [REDACTED]

[REDACTED] NANPA administration analysts access the database from their desktop workstations in a client/server methodology.

The database is structured into a series of separate database tables, one for each administered resource. Each resource table will contain the fields for each code point that are appropriate for that specific resource, including:

1. Code point value (e.g., for CO codes, the NPA-NXX) and related information as appropriate.
2. Assignment status (e.g., vacant-assignable, unassignable, reserved, assigned pending verification, assigned-verified, etc.)

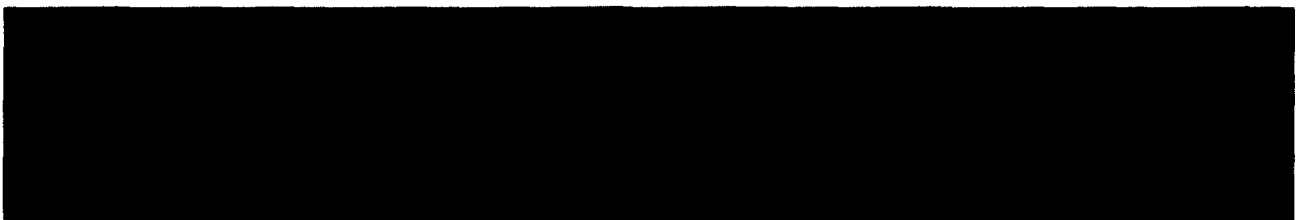


3. Timestamp information regarding when the resource status was last changed, and why.
4. If assigned/reserved, a pointer to the assigned entity and contact person responsible for this code point.
5. Auditing information, 
6. Reclamation or verification information, as specified in the resource assignment guidelines, used to verify activation of the code point assigned.
7. Any other required or appropriate information associated with this code point to support the resource assignment guidelines and procedures.

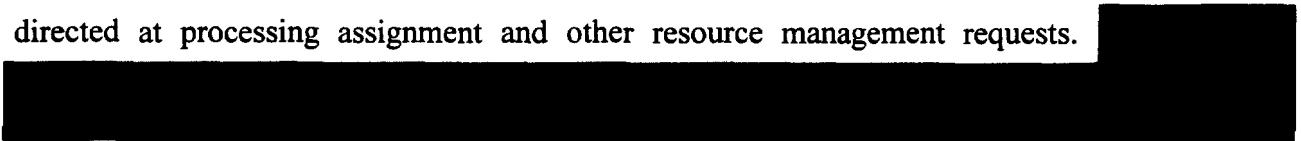
The resource tables described above refer to a common assignee entity table that is used to provide a common identification of all entities (e.g., service providers) who may request and be assigned resources. Certain assignment guidelines restrict the number of resource code points that a specific entity or sub-entity (e.g., subsidiary) may be granted. The assignee entity table is used to perform those assignment functions in compliance with the associated guidelines. The assignee entity table is also used to track contacts for each of the assignee entities to support

assignee entity table is also used to track contacts for each of the assignee entities to support follow-up activities (such as activation verification, etc.). These tables are the basis for generating resource assignment reports that are available via the public web server or in hardcopy.

NANPA System Support



In addition to staffing the help desk, the work of the NANPA administration staff is primarily directed at processing assignment and other resource management requests.



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Sound Transition Experience And Planning

[REDACTED]

We know that successful transitions start with good planning, the right personnel, rock-solid execution, and cooperation from the former provider. We are prepared to begin transition steps immediately upon FCC approval of our selection [REDACTED]

[REDACTED]

Lockheed Martin IMS has successfully transitioned many programs during the past decade. The following chart lists some of these programs.

